



Insurance Real Estate and Finance Programs at

DODGE CITY COMMUNITY COLLEGE

2501 North 14th Avenue ★ Dodge City, KS 67801
(316) 225-1321 or in KS: 1-800-742-9519

Associate of Applied Science

Insurance Technology
Finance: Banking & Financial Institutions
Finance: Securities & Investments
Finance: Financial Services Management
Finance: Real Estate Emphasis

Certificate Programs

Finance: Securities & Investments Emphasis
Finance: Financial Services Management
Finance: Banking & Financial Institutions Emphasis
Finance: Real Estate Emphasis
Insurance Technology

Associate Of Applied Science

Division of Career Programs

Major:

Insurance

Technology

Major Courses and Hours:

Principles Of Insurance	3
Property Insurance	3
Casualty Insurance	3
Risk Management (or Insurance elective)	3
Management Of Small Business	3
Business Law I	3
Introduction To Computer Programming or Word/Information Processing	3
Marketing or Salesmanship	6
Business Internship	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Business Communications	3
Accounting I	3
Business Math	3
Principles Of Management	3
Human Relations	3
Principles Of Economics I	3

Required Courses:

English Composition I & II	6
General Psychology	3
Principles Of Sociology I	3
Fundamentals Of Speech	3

Insurance Technology

Suggested Sequence:

First Semester Freshman:

English Composition I	3
General Psychology or	
Principles Of Sociology I	3
Business Math	3
Human Relations	3
Introduction To Business	3
Principles Of Insurance	3

Second Semester Freshman:

Fundamentals Of Speech	3
Business Law I	3
Introduction To Data Processing	3
Property Or Casualty Insurance	3
Marketing Principles or Salesmanship	3

First Semester Sophomore:

English Composition II	3
Principles Of Economics I	3
Principles Of Management	3
Principles Of Sociology I or General Psychology	3
Accounting I	3
Casualty or Property Insurance	3

Second Semester Sophomore:

Business Communications	3
Risk Management	3
Management Of Small Business	3
Introduction To Computer Programming or Word/Information Processing	3
Business Internship	3

Total Hours: 66

Associate Of Applied Scinence
Division of Career Programs
Major:
**Finance: Banking &
Financial Institutions**

Major Courses and Hours:

Business Internship	3
Introduction To Banking	3
Installment Credit or	
Agricultural Finance	3
Bank Management	3
Accounting II	3
Principles Of Economics II or	
Agricultural Economics	3
Money and Banking	3
Bank Investments	3
Business Law I	3
Real Estate Finance	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Business Communications	3
Accounting I	3
Business Math	3
Principles Of Management	3
Human Relations	3
Principles Of Economics I	3

Required Courses:

English Composition I & II	6
General Psychology	3
Principles Of Sociology I	3
Fundamentals Of Speech	3

**Finance: Banking & Financial
Institutions Suggested Sequence:**

First Semester Freshman:

English Composition I	3
General Psychology or	
Principles Of Sociology I	3
Introduction To Business	3
Introduction To Banking	3
Accounting I	3
Human Relations	3

Second Semester Freshman:

Fundamentals Of Speech	3
Accounting II	3
Bank Management	3
Installment Credit or	
Agricultural Finance	3
Introduction To Data Processing	3

First Semester Sophomore:

English Composition II	3
Principles Of Economics I	3
Principles Of Sociology I or	
General Psychology	3
Principles Of Mangement	3
Real Estate Finance	3

Second Semester Sophomore:

Business Communications	3
Business Law I	3
Money and Banking	3
Bank Investments	3
Principles Of Economics II or	
Agricultural Economics	3
Business Internship	3

Total Hours: 66

Associate Of Applied Science
Division of Career Programs
Major:
**Finance: Securities
& Investments**

Major Courses and Hours:

Bank Investments	3
Real Estate Investment & Taxation	3
Business Law I	3
Principles Of Life & Health Insurance I	3
Principles Of Life & Health Insurance II	3
Principles Of Economics II	3
Accounting II	3
Money and Banking	3
Commodity Investing Workshop	1
Business Internship	3
Securities & Investments Licensing	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Business Communications	3
Accounting I	3
Business Math	3
Principles Of Management	3
Human Relations	3
Principles Of Economics I	3

Required Courses:

English Composition I & II	6
General Psychology	3
Principles Of Sociology I	3
Fundamentals Of Speech	3

Finance: Securities & Investments

Suggested Sequence:

First Semester Freshman:

English Composition I	3
General Psychology or	
Principles Of Sociology I	3
Introduction To Business	3
Principles Of Life & Health Insurance I	3
Accounting I	3
Human Relations	3

Second Semester Freshman:

Real Estate Investments and Taxation	3
Bank Investments	3
Business Law I	3
Introduction To Data Processing	3
Business Math	3

First Semester Sophomore:

English Composition II	3
Accounting II	3
Principles Of Economics I	3
Principles Of Management	3
Principles Of Sociology I or	
General Psychology	3
Principles Of Life & Health Insurance II	3

Second Semester Sophomore:

Business Communications	3
Principles Of Economics II	3
Money and Banking	3
Commodity Investing	1
Securities and Investment Licensing	3
Business Internship	3

Total Hours: 67

Associate Of Applied Science
Division of Career Programs
Major:
**Finance: Financial
Services Management**

Major Courses and Hours:

Introduction To Banking	3
Introduction To Real Estate	3
Risk Management	3
Principles Of Economics II	3
Money & Banking	3
Business Law I	3
Accounting II	3
Management Of Small Business	3
Business Internship	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Business Communications	3
Accounting I	3
Business Math	3
Principles Of Management	3
Human Relations	3
Principles Of Economics I	3

Required Courses:

English Composition I & II	6
General Psychology	3
Principles Of Sociology I	3
Fundamentals Of Speech	3

**Finance: Financial Services
Management Suggested Sequence:**

First Semester Freshman:

English Composition I	3
General Psychology or	
Principles Of Sociology I	3
Introduction To Business	3
Introduction To Banking	3
Introduction To Real Estate	3
Accounting I	3

Second Semester Freshman:

Fundamentals Of Speech	3
Human Relations	3
Introduction To Data Processing	3
Accounting II	3
Risk Management	3

First Semester Sophomore:

English Composition II	3
Human Relations	3
Principles Of Economics I	3
Principles Of Management	3
Principles Of Sociology I or	
General Psychology	3
Business Math	3

Second Semester Sophomore:

Business Communications	3
Business Law I	3
Principles Of Economics II	3
Management Of Small Business	3
Business Internship	3

Total Hours: 66

Associate Of Applied Science

Division of Career Programs

Major:

Finance: Real Estate

Major Courses and Hours:

Introduction To Real Estate	3
Real Estate Investment and Taxation	3
Property Development and Land Use	3
Real Estate Finance	3
Residential Appraisals	3
Principles Of Economics II	3
Money and Banking	3
Business Internship	3
Real Estate Law or Business Law I	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Business Communications	3
Accounting I	3
Business Math	3
Principles Of Management	3
Human Relations	3
Principles Of Economics I	3

Required Courses:

English Composition I & II	6
General Psychology	3
Principles Of Sociology I	3
Fundamentals Of Speech	3

Finance: Real Estate

Suggested Sequence:

First Semester Freshman:

English Composition I	3
General Psychology or	
Principles Of Sociology I	3
Introduction To Business	3
Accounting I	3
Introduction To Real Estate	3
Real Estate Finance	3

Second Semester Freshman:

Fundamentals Of Speech	3
Property Development and Land Use	3
Real Estate Investment and Taxation	3
Introduction To Data Processing	3
Human Relations	3

First Semester Sophomore:

English Composition II	3
Principles Of Economics I	3
Residential Appraisals	3
Principles Of Management	3
Principles Of Sociology I or General Psychology	3
Human Relations	3

Second Semester Sophomore:

Business Communications	3
Money and Banking	3
Business Law I or	
Real Estate Law	3
Principles Of Economics II	3
Business Internship	3

Total Hours: 66

One-year Certificate
 Division of Career Programs
Major:
Finance: Securities & Investments

Major Courses and Hours:

Bank Investments	3
Real Estate Investments and Taxation	3
Business Law I	3
Principles Of Life & Health Insurance I	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Human Relations	3
Accounting I or Business Math	3

Required Courses:

English Composition I	3
Psychology or Sociology	3
Fundamentals Of Speech	3

Finance: Securities & Investments
Suggested Sequence:

First Semester Freshman:

English Composition I	3
General Psychology or	
Principles Of Sociology I	3
Introduction To Business	3
Principles Of Life & Health Insurance I	3
Accounting I	3
Human Relations	3

Second Semester Freshman:

Real Estate Investments and Taxation	3
Bank Investments	3
Business Law I	3
Introduction To Data Processing	3
Business Math	3

Total Hours: 33

**One-year Certificate Program
Division of Career Programs**

**Major:
Finance: Financial
Services Management**

Major Courses and Hours:

Introduction To Banking	3
Introduction To Real Estate	3
Risk Management or	
Principles Of Insurance	3
Accounting II	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Human Relations	3
Accounting I or Business Math	3

Required Courses:

English Composition I	3
General Psychology or Principles Of Sociology I	3
Fundamentals Of Speech	3

**Finance: Financial
Services Management
Suggested Sequence:**

First Semester Freshman:

English Composition I	3
General Psychology or	
Principles Of Sociology I	3
Introduction To Business	3
Introduction To Banking	3
Introduction To Real Estate	3
Accounting I	3

Second Semester Freshman:

Fundamentals Of Speech	3
Human Relations	3
Introduction To Data Processing	3
Accounting II	3
Risk Management or	
Principles Of Insurance	3

Total Hours: 33

One-year Certificate Program
 Division of Career Programs
Major:
**Finance: Banking &
 Financial Institutions**

Major Courses and Hours:

Introduction To Banking	3
Real Estate Finance or Agricultural Finance	3
Bank Management	3
Accounting II	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Human Relations	3
Accounting I or Business Math	3

Required Courses:

English Composition I	3
General Psychology or Principles Of Sociology I	3
Fundamentals Of Speech	3

Banking & Financial Services

Suggested Sequence:

First Semester Freshman:

English Composition I	3
General Psychology or Principles Of Sociology I	3
Introduction To Business	3
Real Estate Finance or Agricultural Finance	3
Accounting I	3
Introduction To Banking	3

Second Semester Freshman:

Fundamentals Of Speech	3
Accounting II	3
Bank Management	3
Human Relations	3
Introduction To Data Processing	3

Total Hours: 33

One-year Certificate Program
Division of Career Programs
Major:
Finance: Real Estate

Major Courses and Hours:

Introduction To Real Estate	3
Real Estate Investment and Taxation	3
Property Development and Land Use	3
Real Estate Finance	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Human Relations	3
Accounting I or Business Math	3

Required Courses:

English Composition I	3
General Psychology or Principles Of Sociology I	3
Fundamentals Of Speech	3

Finance: Real Estate
Suggested Sequence:

First Semester Freshman:

English Composition I	3
General Psychology or Principles Of Sociology I	3
Introduction To Business	3
Accounting I	3
Introduction To Real Estate	3
Real Estate Finance	3

Second Semester Freshman:

Fundamentals Of Speech	3
Property Development and Land Use	3
Real Estate Investment and Taxation	3
Introduction To Data Processing	3
Human Relations	3

Total Hours: 33

One-year Certificate Program
 Division of Career Programs
Major:
Insurance
Technology

Major Courses and Hours:

Principles Of Insurance	3
Property Insurance or Casualty Insurance	3
Marketing or Salesmanship	3
Business Law I	3

Business Core:

Introduction To Business	3
Introduction To Data Processing	3
Human Relations	3
Accounting I or Business Math	3

Required Courses:

English Composition I	3
General Psychology or Principles Of Sociology I	3
Fundamentals Of Speech	3

Insurance Technology
Suggested Sequence:

First Semester Freshman:

English Composition I	3
General Psychology or	
Principles Of Sociology I	3
Accounting I	3
Human Relations	3
Introduction To Business	3
Principles Of Insurance	3

Second Semester Freshman:

Fundamentals Of Speech	3
Business Law I	3
Introduction To Data Processing	3
Property or Casualty Insurance	3
Marketing Principles or Salesmanship	3

Total Hours: 33